



NAME THAT Cornerstone Partner

In architecture the cornerstone is traditionally the first stone laid for a structure as it orients the direction of the building. For United Way of the Capital Region, our Cornerstone Partners keep the foundation of our organization strong by helping to underwrite our administrative and fundraising costs.

DID YOU KNOW?

95 percent of the money we raise and distribute from individual donors through our Capital Region campaign is directed to local programs and services. We are able to do this thanks to a group of corporate contributors, called Cornerstone Partners, who help underwrite the majority of our low administrative and fundraising costs of 16.8 percent. We also receive support from perpetual trusts and investment income to help provide this program.

Find the answer to the following questions to learn more about our amazing Cornerstone Partners. Add the logo from the company's website to earn an extra point. Possible points 16.

1.

This company was founded in 1928 and was purchased 2003 to make it one of the largest and most reputable firms of its kind in Pennsylvania. They have **placed** many cornerstones in their rich history. They have **built** important relationships all over this state. Like engineer **Alexander** Gustave Eiffel this company dreams big. They may be a large business, **butz** they treat us like **family**. Can you guess who believes United Way is worth supporting?

ANSWER: _____

2.

This company has served the **capital** region for more than 80 years. They are committed to ensure individuals and families in Pennsylvania have a **plan** to improve their well-being. Let's be clear with this company supporting United Way our future has nothing but clear **blue** skies ahead.

ANSWER: _____

3.

This company improves the many lives they touch. They are by far one of the best in the **country** at what they do. They make the capital region a great place to **live** at any age. This family company was created in 1962 and are **leaders** the in the industry. They are truly committed to supporting our **community**.

ANSWER: _____

4.

Our next cornerstone partner was founded more than 125 years ago and was created on the principle that to do well is to do good. The man that built this company shaped an entire town. We hear that working at this company can offer some **sweet** opportunities.

ANSWER: _____

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Cornerstone Partner

CONTINUED...

5.

This company proudly **covers** the needs of more than 6 million of its members in Pennsylvania, Delaware, and West Virginia. This company delivers **high** quality services. **Mark** our words they are one of the best around!

ANSWER: _____

6.

The focus of this company is to help its customers **make** sound decisions so they can live better today **and** realize their goals **tomorrow**. Having been in business for more than 160 years I think we agree that they understand the needs of their customers. This business is **banking** on your success.

ANSWER: _____

7.

Here is a company that doesn't just **claim** to help people feel secure they make it their mission. Founded in 1919 this company helps customers not just in **Pennsylvania** but in 11 states **nationally**. We are grateful they support United Way.

ANSWER: _____

8.

This Cornerstone Partner is an association of members who for the last 100 years have helped **Pennsylvanians** get in the driver's seat. They **automatically** step up when United Way needs.

ANSWER: _____

9.

This partner is the **foundation** of United Way.

ANSWER: _____



Thank You Cornerstone Partners!

ANSWER KEY: 1. Alexander Building Construction Co. 2. Capital BlueCross. 3. Country Meadows Retirement Communities. 4. The Hershey Company. 5. Highmark Blue Shield. 6. M&T Bank. 7. Penn National Insurance. 8. Pennsylvania Automotive Association. 9. United Way Foundation of the Capital Region

EMPOWERING INDEPENDENCE **100** YEARS

Moving Families FORWARD



United Way of the Capital Region

717.732.0700 uwcr.org